



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

6/10/2021 | 12:30 PM CDT

Branden Miller
Arthur J. Gallagher Risk Management Services, Inc
8 Cadillac Drive Ste 200
Brentwood, TN 37027

Re: RFQ 121225 Property and Boiler Insurance

Dear Mr. Miller:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ 121225 Property and Boiler Insurance. This letter hereby notifies you of Metro's intent to award Arthur J. Gallagher Risk Management Services, Inc, contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

If the Equal Business Opportunity (EBO) Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification.

Depending on the file sizes, the responses to the procurement solicitation and supporting award documentation can be made available either by email, CD for pickup, or in person for inspection. If you desire to receive or review the documentation or have any questions, please contact Buyer, Daniel Drumwright, by email at Daniel.Drumwright2@nashville.gov Monday through Friday between 8:30am and 3:30pm.

Thank you for participating in Metro's competitive procurement process.

Sincerely,

Michelle A. Hernandez Lane

Michelle A. Hernandez Lane
Purchasing Agent

cc: Solicitation File,
Other Offerors

Pursuant to M.C.L. 4.36.010 Authority to resolve protested solicitations and awards.

A. Right to Protest. Any actual or prospective bidder, offeror or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the Purchasing Agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

Procurement Division

730 Second Avenue South, Suite 112
P.O. Box 196300
Nashville, Tennessee 37219-6300

www.Nashville.gov
Phone: 615-862-6180
Fax: 615-862-6179

RFQ # 121225 Property and Boiler Insurance

Offeror	Arthur J. Gallagher Risk Management Services, Inc	Willis Towers Watson Southeast, Inc
Business Plan and Project Approach (40 Points)	38.00	37.00
Experience and Qualifications (40 Points)	37.00	35.00
References (20 Points)	20.00	20.00
Total Evaluation Scores	95.00	92.00

Evaluation Comments

Arthur J. Gallagher Risk Management Services, Inc	Willis Towers Watson Southeast, Inc
<p>Strengths - Provided supporting documentation outlining ability to provide services. Dedicated Claim Advocates assigned to provide services pertaining to Metro policies. Provided detailed client service and communications plan. Property programs alternatives and ideas section provided great details on market opportunities and strategy to meet Metro's needs.-- Graphs and work Charts provided detailed information for experience and qualifications. Business plan and project approach tailored towards Metro's needs. Vast experience with diverse sets of insurance policies. Exceptional references. Business plan and project approach provided detailed information related to their action plan and Dedicated team assigned to monitor and work Metro policies .</p>	<p>Strengths - Provided supporting documentation outlining ability to provide services. Provide detailed plan for market policy evaluation and selection. Provided detailed client service and communication plan. Detailed information provided on execution of business plan. Presented detailed process and understanding of requirements in project approach. Vast experience with diverse sets of insurance policies. Exceptional references. Graphs and work charts provided detailed information for experience and qualifications. Provided detailed experience with other public agencies and Detailed qualifications and experience.</p>
<p>Weakness - Did not provide ability to arrange for access to underwriters. Roles of all staff and their capacity lacked clarity and Information provided for Financial Strengths lacked detail.</p>	<p>Weakness - Information on providing client assistance related to material claim lacked specific detail. Responsibilities information provided on the resume for Key Contact Person lacked specific detail. Large work capacity for Key Personnel. Boilerplate work capacity information.</p>

* The BAO Assignment for this award included no SBE/SDV Cost Incentive.